

AKSHAAY BHANDARI

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Experienced in Project and facility Management. Handling from the Scratch level and able to handle independently any industry of Project. Looking challenging role and keen to take any industry of Project.

CORE COMPETENCIES

Project Management

Project Execution

Land Scouting and Acquisition

Lease& Administration

Facility Management

Team Management

Vendor Development & Management

ORGANISATIONAL EXPERINENCE

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|  |  |  |  |  |
| 4 Year https://www.kokonetworks.com/ | 6 Months www.indiainsure.com | 1 Year www.birlasunlife.com | 5 years www.transformerindia.com | 1 Year 10 Months www.myfmindia.com |

Presently working with KOKO Networks as a Head of Project at Sanand Since May'2018 to till date.

Head Project & Facility (Brown field Project)

Role & Responsibilities

- Built & Managing the entire Project.
- Implements plans with an understanding of the company's strategic goals. Assists with project initiation and scope definition, prioritization of assignments, and adherence to client-driven priorities, commitments, and milestones.

- **Responsible for overseeing a large variety of analyses and all relevant documents, including but not limited to: project initiation, proposal comparison packages, letters of intent, and broker's opinions of value.**
- **Closely working with Finance/Accounting teams to ensure integration between the service lines.**
- **Administers quality assurance program, tracking and reporting of Key Performance Indicators (KPIs).**
- Coordinates the efforts of various vendors in order to ensure that required tasks can be accomplished on time.
- Develops a timeline for the completion of certain milestones for a given project, by **Gantt Chart**.
- Creates a budget for the completion of a particular job, and monitors the amount of money spent in order to ensure the project does not exceed this amount.
- Recommends changes to a project that is ongoing if it appears it is not proceeding on schedule or is producing unsatisfactory results
- Develops an alternate course of action for completing a job should the initial plan fail
- Makes presentations to investors, business partners and company executives concerning different phases of a project
- Reviews proposals and approves or denies them
- Contracts with outside agencies for support on an as-needed basis

Worked as a Independent Consultant since June'15 to April'18

- **Goga Ji Global Ltd.(GGL) Having 12.5 MVA Solar Power plant In Paten**
 - **Project Management**
 - **Govt. liasioning**
 - **Working for PPA of 12.5 MVA with Govt. / Semi Govt. companies**
- **Bhagyashree Power Transformers**
 - **Sales Strategy Development**
 - **Channel development**
 - **EPC – Location ,Planning , Machine installation & Govt. approvals Suppliers and Planning & execution of the Plant.**

Role & Responsibility

- Achievement of **Sales, Profit, and Strategic objectives for the business unit** supported.
- Done a EPC work for Bhagyashree Power Transformers
- Accountable for the on-time Implementation of Sales Organization quotas and performance objectives. Accountable for the thorough implementation of Sales Organization-Impacting initiatives.
- Responsible for the efficient allocation of Technology, Support, and Training resources impacting the sales organization. ·
- Accountable for accurate and on-time reporting essential for sales organization effectiveness.
- Achievement of Strategic objectives defined by company management.
- Project at BPT was completed at a record time of 6months from location finalizations.

- Drive on-time delivery of projects and program
- Provide up-to-date, accurate
- meaningful views of project status
- Conduct project post-mortems and continuous improvement session Achievement of Strategic objectives defined by company management

Sr Manager (Handling Gujarat) with **India Insure Risk Management & Insurance Broking Services**, Ahmedabad.

Reporting to: General Manager

Oct'14 – April-15

Key Responsibilities

Strategic Consulting on Risk Management to Corporate Clients

Advising Clients on improvements across the spectrum of risk management, Liability, Property and Human capital

Business Development Manager –Emerging Market /Group Business (South Gujarat & Rajasthan) with Aditya Birla Group, Vadodara

Reporting to: Regional Manager Emerging Market to Oct'14

Jan'14

Key Responsibilities:

Overall responsibility for Sales and Development of market for Retirement fund products (Group Gratuity, Super-annuation & Leave Encashment)- and Business Development.

Asst. Manager with Transformer & Rectifier INDIA Ltd, Ahmedabad

Jan'09 to Dec'13

Key Responsibilities:

Operation of the plant from Manufacturing to ensuring policies and procedures are followed.

Decision to pursue the project

Project approval and contracts signed, and order placed

Construction, Commissioning and beneficial operation

Significant Highlights:-

Mapped new markets

Appointed new dealers in **Goa & Indore (MP), Udaipur, Parts of Gujarat for sales**

Developed a channel sales system for the organization in which have appointed 12 Channel Partners across the state of Gujarat, MP & Goa.

Successfully achieved 245% of the targets assigned for the year 2010-2011, **Rs.44cr order booking done in 2010 - 2011 from Rs.8 Cr in 2009-2010.**

Development of a branch of 2-3 Cr to a average sales of 35-45 Cr year on year.

DM-Corporate Sales (Gujarat) with MYFM 94.3-Bhaskar Group (Handled all over Gujarat)

May'07-Dec'08

Reporting to: State Head (Gujarat)

Key Responsibilities:

Responsible for supporting the business development strategy formulation, **supporting sales, client management, branding and PR.**

Generate sales Revenue from Space Sales

Continuous market analysis to identify and develop new customers.

Branding -Starting the new **FM network in Ahmadabad, Looking into the branding of the station,**
Tracking of trade events, seminars, webinars, trade publications and industry summits and identify Opportunities for participating, exhibiting, sponsoring and speaking at such events.
Also responsible for **the local branding of MYFM 94.3 wherein** my job was to conceptualize themes and continuity of advertisements, niche positioning, marketing communication, media management, corporate communications, and client and public relations.
Vertical growth projections and niche identification for the company's expansion plans

Significant Highlights: -

Successfully **Launched MYFM 94.3 Radio station in Ahmedabad**
Contributing towards growth of **the Sales & Advertising Revenue; and got 45 new advertisers in the first month of launch**
Achieved 90% of targets in 2008 year on year sales target

SR Executive Impact (Gujarat) with INDIA Today, Living Media India Ltd
May'07

April'06-

Key Responsibilities

Generate sales Revenue from Space Sales
Responsible for supporting the **business development strategy formulation, supporting sales, client management, branding and PR.**
Continuous market analysis to identify and develop new customers
Servicing the requirements of clients & agencies
Realization of payments.

Significant Highlights:-

Expanded the retailer base by **adding 40% of new retailers or customers in the assign region**
Successfully achieved 140% assigned target in 2007
Launched and Developed the brand "**SIMPLY GUJARATI**"
Did the first ever **Reverse gate fold for Simplies with revenue**
Did the first **ever Stip ads with simply Gujarati**

Management Trainee with TMI Associates

Aug'05 –March'06

Reporting to: Manager – BD

Key Responsibilities

Research, identify and pursue opportunities for additional business with existing clients.
Identify attractive industry sectors (**Telecom, IT, ITES, BFSI, FMCG, Hospitality**) and **key players** in those sectors and develop sales strategy to target them, providing recommendations on existing product portfolio vis-à-vis market opportunities.
Following up with the clients to convert into order
Completing the client file with all the post meeting reports, proposal, contract, any other relevant Details about the requirements and background of the client and handing it over to the training Consultant before any program.

Education and Qualifications

Post Graduate Diploma in Business Management -Marketing & International Business (75.2%)- RBS (RAI BUSINESS SCHOOL) Mumbai 2005

B.Com Accountancy & Statistics - HL College of Commerce in the year 2003

Personal Details

Akshaay Bhandari

Married

Ahmedabad

DOB : 25th Feb 1981